



## SAP -SALES AND DISTRIBUTION COURSE CONTENT

### **1. Pre-Sales Activities**

### **2. Basic Functions in SD**

### **3. Master data**

- Organizational Structures
- Business Partners

### **4. Sales Processing**

- Creating and processing sales orders
- Sales document types
- Item categories
- Schedule line categories
- Partner determination
- Contracts and scheduling agreements
- Incompletion logs
- Material determination, material listing/exclusion
- Free goods

### **5. Delivery Processing**

- Creating and processing deliveries
- Controlling inbound and outbound deliveries
- Packing
- Packing Functions
- good receipt and goods issue
- Stock transfer with delivery

## **6. Billing Processing**

- Forms of Billing
- Credit and Debit memos
- Methods for creating Billing Documents
- Collective processing of billing documents
- Accounts Determination
- Business Area account assignment
- Special Features of SD & FI Interface

## **7. Pricing Procedures**

- Defining and maintaining prices, surcharges, and discounts
- Creating condition tables, access sequences, and condition types
- Using prices and other conditions in sales documents
- Promotions and Rebate processing

## **8. Cross Functional settings in SD**

- Copying control
- Output determination
- Text Control
- Overview of configuring printed documents in SD
- Introduction to basic system enhancements(user exits)
- Introduction to personalization (e.g. transaction variants)
- LSMW